

### Commercial Item Determination

The Defense Acquisition University (DAU) Continuous Learning Center is pleased to announce the availability of two new continuous learning online modules. The new modules, Commercial Item Determination and Commercial Item Determination: Executive Overview, are available to all users of the DAU Continuous Learning Center at <http://clc.dau.mil>. Below are the descriptions of the new modules.

**Commercial Item Determination.** This module is comprised of 10 lessons. It explores the commercial item determination process as outlined in the *Commercial Item Determination Handbook*. The handbook is a practical reference tool for use in commercial item acquisitions. DOD designed this course to aid acquisition personnel in developing sound business strategies for procuring commercial items by gaining a clear understanding of the guidance and tools contained in the handbook.

The average cumulative time for course completion is 3 1/2-hours, which is equivalent to 3.5 continuous learning points (CLPs). You may take this self-paced course over time, returning to your last accessed page when convenient. The course includes periodic review questions and a post-test, which requires a minimum score of 80 percent and may be taken as many times as necessary. A certificate of completion is available at the conclusion of a successful post-test, and can be accessed in your personal student transcript. Student transcripts

are found online in the **Administration Building/Student Records/Student Transcripts** section at the same Web site noted below. Just select the course title hyperlink to obtain the certificate.

#### **Commercial Item Determination: Executive**

**Overview.** This module is a self-paced course comprised of three lessons. It presents an executive overview to the Commercial Item Determination course, which explores the commercial item determination process as outlined in the *Commercial Item Determination Handbook*. The handbook is a practical reference tool for use in commercial item acquisitions. DOD designed this course to aid acquisition personnel in developing sound business strategies for procuring commercial items by gaining a clear understanding of the guidance and tools contained in the handbook.

The average cumulative time to complete this course is 30 minutes, which is equivalent to .5 CLPs. You may also take this self-paced course over time, returning to your last accessed page when convenient.

To access these modules, go to the DAU Continuous Learning Center Web site at <http://clc.dau.mil>. To access the modules for credit, log in using your login ID and password, select the **Learning Center**, and then select **Course Information & Access**. For information about each module, select the computer icon next to the module title. To launch the module, select the module name.

For additional assistance or questions, contact the DAU CLC administrator at [daulclteam@meridianksi.com](mailto:daulclteam@meridianksi.com).

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### Army Acquisition Leaders Agree: Good Information Means Good Decisions

Information systems will help the Army win both on the battlefield and in the budget arena, according to the Service's leaders speaking at the Acquisition Community Information Management Users Group Conference in Atlantic City, NJ, late last year.

The theme of the conference was "Enabling the Acquisition Enterprise," and the conference was directed at individuals from the acquisition community who would benefit from discussions, workshops, and hands-on training on the topic of acquisition information management. The conference was sponsored by LTC Chuck Hoppe, Product Manager, Research, Development,

Acquisition and Sustainment Information Activity (PM, RDASIA); in tandem with the Program Executive Office for Enterprise Information Systems (PEO, EIS); and the Assistant Secretary of the Army for Acquisition, Logistics and Technology (ASAALT).

The keynote speaker, ASAALT Claude M. Bolton Jr., told the group, "If we make better decisions quicker, we win the battle. The same thing in program offices: you get to keep your money and better serve the soldier."

Bolton said Pentagon decisionmakers need to look at the same data to make the right decisions on what programs get funded and what programs get cut. "I need information monthly," said Bolton. "It's got to be right. It's got to be one set of numbers."

"We have an insatiable need for information in the Pentagon, but too many stovepipes," said Donald Damstetter, the Army's Deputy Assistant Secretary for Plans, Programs and Resources. He asked the audience

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rhetorically if they thought Pentagon planners make “bad decisions” regarding funding of programs. “They’re not bad decisions, they’re misinformed decisions because we had bad information,” said Damstetter, citing the need for an “enterprise solution” to solve the problem.

### AIMing For The Solution

Damstetter said that the Acquisition Information Management (AIM) suite of software applications is the Army’s enterprise solution to assist managers of Army acquisition programs in developing and updating data. Some of the major AIM applications are the Monthly Acquisition Performance Review, which includes a “stop light” (red, amber, or green) rating of programs and program elements; Smart Charts, which provide to Congress capsule descriptions of program status; and WARBUCS, the Web Army Research, Development and Acquisition (RD&A) Budget Update Computer System, which provides RD&A funding data.

“We’re going to shut people down from doing their own business applications,” warned Damstetter. “That means no local versions of Smart Charts. Take the message back that this is where we’re going to go.”

Program Executive Officer, Enterprise Information Systems (PEO, EIS) Kevin Carroll, whose PM, RDASIA manages the AIM acquisition data repository for DOD, agreed that the Army has to “let old systems die out—that’s the kind of discipline we need.”

Carroll said that going to an enterprise solution might mean sacrificing minor functionality, but would provide vastly increased confidence in data. “Maybe the old system did something better,” said Carroll. “But we must get rid of stovepipes. We don’t have confidence in data—and we won’t—until we get enterprise solutions.” He added that PEO, EIS is “making a big push in employing Enterprise Resource Planning solutions in all our business areas.”

“Any new system or capability introduced into the Army infostructure must advance us toward the Army Infostructure Objective State,” said Carroll. He said this includes a single Army network (virtual network); one Army portal (Army Knowledge Online); having the ability to electronically find anyone from anywhere within the Army infostructure; plug and play anywhere within the army infostructure; and universal access to Army knowledge.

### People Are The Key

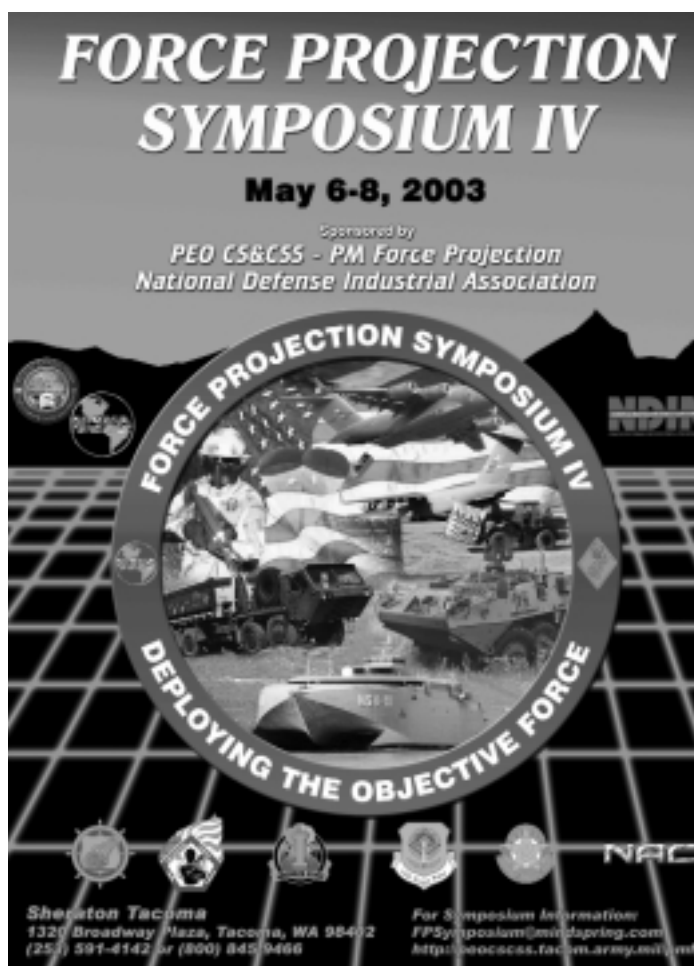
Bolton told those members of the Army’s acquisition community present that they are a big but sometimes

unsung player in Army transformation. He illustrated with a story of a heroic Army pilot who kept his helicopter flying for 27 hours despite taking hits that caused it to leak oil and transmission fluid.

“Who wrote the requirements for that helicopter?” asked Bolton. “Who built, developed, and sustained that aircraft? Who did the training? These heroes are able to do their missions because of people like you.”

Bolton pointed at the people in the audience. “You people are what it will take to make the Objective Force work. The Objective Force will be 10 percent technology, but 90 percent people—and 100 percent attitude.” He concluded, “I can’t stand here and tell you what the Objective Force will be,” he said. “We’re still working on that today. When we get there, we will have an awesome force.”

*The preceding article was written by Stephen Larsen, PAO, PEO, EIS.*



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